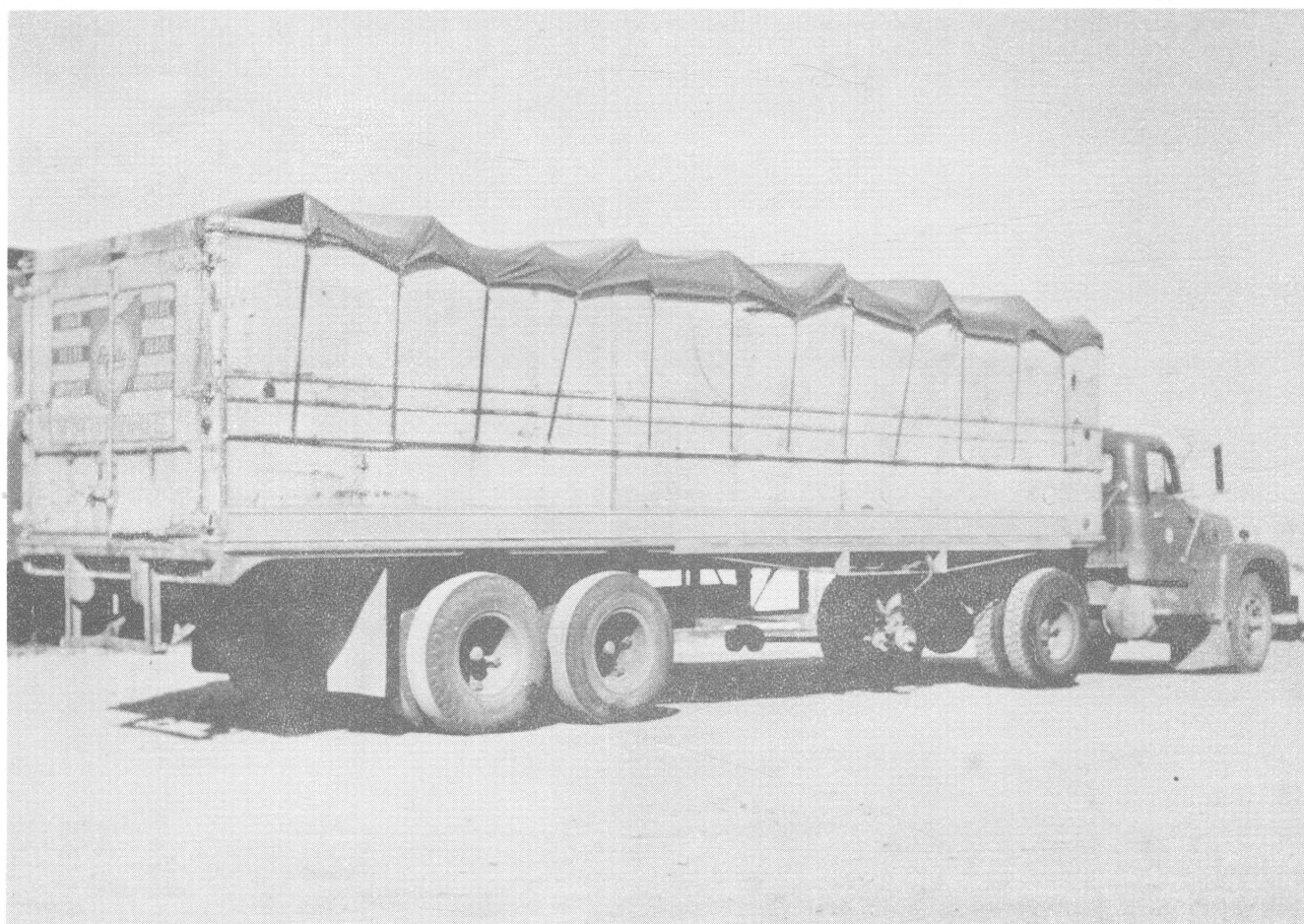


TRUCK SHIPMENTS of OHIO GRAIN

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INTRODUCTION

Grain movement by trucks from the local country elevators, to terminal grain markets and processors has increased greatly during the past several years. This change has influenced related marketing functions, requiring partial reorganization within the grain marketing structure.

Transportation is a significant function in grain marketing. A proportional increase in trucked grain each year has altered the organization of many marketing institutions serving the grain trade. Grain trucking may require country elevators to change the location, type of facilities, grain handling equipment, and methods of selling and financing grain shipments.

Because grain rates by trucks are exempt from regulation by the Interstate Commerce Commission and because grain is utilized as a back-haul trucks have been able to move grain at reduced rates. This has resulted in competitive truck rates considerably lower than rail rates, causing increased volumes of grain to move by truck from Ohio country elevators.

The opening of the St. Lawrence Seaway provides an additional outlet for trucked grain. This new development in the nation's transportation system affords the country elevators in Ohio additional market opportunities. Since the opening of the seaway, the export rail rates for grain have been and are being adjusted to meet existing truck rates.

Little published material is available on truck movement of grain such as that published for rail and water movements; therefore, a study in cooperation with the North-Central Regional Grain Marketing Technical Committee was undertaken to obtain information concerning truck movement of grain for the North-Central States. This publication contains the data for Ohio.

METHOD OF ANALYSIS

Data were analyzed according to the Crop Reporting Districts in the state and the boundaries and numbers of Ohio's nine Crop Reporting Districts are shown in Figure 1.

The data were expanded by a simple ratio of questionnaires received to questionnaires mailed for each Crop Reporting District. These ratio estimators appear in Table 1. This procedure was based on the assumption that characteristics of responders and non-responders were the same. The values contained in this report are based on these ratios.

Table 1

Questionnaires Mailed, Returned,
and Ratio Estimators, by Areas

	Crop Reporting Districts								
	1	2	3	4	5	6	7	8	9
Numbers of questionnaires mailed	150	129	105	135	154	23	82	26	9
Number of usable questionnaires returned	46	54	26	59	61	7	42	13	3
Ratio Estimates	3.26	2.39	4.04	2.29	2.52	3.29	1.92	2.00	3

Expanded data were checked with county estimates of the Ohio Crop Reporting Service to determine consistency of the expanded data. These expanded values for the major grains paralleled the Crop Reporting Service



Figure 1. Crop Reporting Districts in Ohio

estimates; however, variations were greater among Crop Reporting Districts than state totals. The state totals as found in this study are similar to Crop Reporting Service estimates after considering inter-farm sales.

SOURCE OF DATA

Data were obtained by mail questionnaires sent to all country elevators in Ohio. A total of 813 questionnaires were mailed. They were followed by two reminders at two-week intervals. Approximately 63 percent, or 446, were returned by elevator managers. Of these questionnaires, 311 were usable.

Information was obtained from elevators for the period October 1, 1957, through September 30, 1958. This information consisted of data on volume of grains purchased from farmers or from CCC, methods of disposing of grain, quantity of truck movements, and the shipping costs and destinations of these grains.

ELEVATOR PURCHASES AND RETAIL GRAIN SALES

Farmers in Ohio sold an estimated 153,923,000 bushels of grain to Ohio elevators during 1957-58. This accounted for approximately 45 percent of Ohio's grain production. Corn represented 39.8 percent of this volume, wheat 26 percent, soybeans 24 percent, and oats 10 percent.

The three northwestern Crop Reporting Districts in Ohio (Districts I, II and IV) accounted for 71.8 percent of the grain purchased by country elevators from Ohio farmers. District I accounted for 34 percent while II and IV accounted for 17 and 18.8 percent, respectively.

From the 45 percent of Ohio's total grain production purchased by country elevators, 13.2 percent was sold back to farmers. The major grain sold back was corn - country elevators retailed to farmers 22 percent of their corn purchases. In the eastern deficit areas of Crop Reporting Districts VI and IX, elevators resold to farmers 100 and 96 percent, respectively, of their corn purchases.

Thirty-eight percent of the oats purchased by country elevators was retailed back to farmers. The elevators in Crop Reporting Districts III and IX disposed of 100 percent of their oats in this manner; in District VIII the rate was almost as high at 87 percent. All elevators resold the major proportion of their oats to farmers except elevators in Crop Reporting Districts I and II. Only 1 percent of the wheat and soybeans was retailed to farmers for feed grains.

GRAIN SHIPMENTS

Of the 153,923,000 bushels of grain purchased by Ohio country elevators, 32,176,500 bushels or 32 percent was shipped out by truck. An estimated 61 percent of the country elevators grain purchases was shipped by rail. Wheat shipments by railroads was the most important commodity: 78 percent of the wheat purchased by country elevators was shipped by rail.

Most truck shipments of grain involved corn and soybeans. Twenty-four percent of the corn purchased was shipped by trucks while 27 percent of the soybeans purchased was trucked from the elevators. Crop Reporting Districts I and IV accounted for the major portions of the trucked grain from Ohio elevators. Trucked grain was almost equally divided among out-of-state and in-state shipments; 56 percent was trucked to destinations within Ohio, and out-of-state destinations accounted for 44 percent, generally to southern and eastern states (Tables 2 and 3).

Table 2

Grain Purchases Reported by Ohio Elevators
and Methods of Disposing (1957-58)
(000)

Destination	Corn (Bu.)	Percent	Wheat (Bu.)	Percent	Oats (Bu.)	Percent	Soybeans (Bu.)	Percent
Retailed Back to Farmers	13,664	22	566	1	5,797	38	302	1
Rail Shipments	31,323	51	31,326	78	6,364	41	25,145.5	68
Truck Shipments	14,386	24	5,001	12	2,732	18	10,057.5	27
Truck Shipped Out-of-State	7,968	55	2,179	44	922	34	2,021	20
Truck Shipped Within State	6,418	45	2,822	56	1,810	66	8,036.5	80
Miscellaneous	2,000	3	3,384	9	433	3	1,442.4	4
Volume Purchased	61,373	100	40,277	100	15,326	100	36,947	100

Table 3

Direction of Out-Of-State Trucked Grain Shipments
Reported by Country Elevators (1957-58)

Destination	Corn (Bu.)	Percent	Wheat (Bu.)	Percent	Oats (Bu.)	Percent	Soybeans (Bu.)	Percent
South	4,633,082	62	1,113,306	82	365,898	59	42,918	2
East	2,400,033	32	222,853	16	242,262	39	-	-
West	440,534	6	18,305	1	11,727	2	1,978,296	98
North	-	-	1,945	1	-	-	-	-
Total	7,473,649	100	1,356,409	100	619,887	100	2,021,214	100

Corn

Elevators handled a larger volume of corn than any other major grain grown on Ohio farms. Generally, a larger proportion of corn was trucked from Ohio country elevators than other grains. The volume moved by truck amounted to 14,386,000 bushels or about 24 percent of all trucked grain moved by elevators. A total of 55 percent of the trucked corn went to out-of-state destinations (Table 4).

Out-of-state corn generally moves to either the southern or eastern states (Table 5). Crop Reporting Districts I and IV were the major sources for corn trucked out-of-state. The out-of-state movement of trucked corn from these two districts was south and east; this trend was also true of the other Crop Reporting Districts (Table 5). In Districts III, VI, and IX no corn was trucked out-of-state from country elevators.

Table 4

Methods of Disposing of Corn Handled by Ohio Country
Elevators, by Crop Reporting Districts (1957-58)

Destinations	Crop Reporting Districts															
	1		2		3		4		5		6		7		8	
	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%
Volume Purchased	20,278	100	9,480	100	1,470	100	14,233	100	9,913	100	257	100	4,968	100	628	100
Miscellaneous	4	-	200	2	824	56	473	2	205	2	-	-	276	7	18	3
1/ Retailed Back to Farmers 1/	2,622	13	821	9	606	41	3,633	26	2,833	29	257	100	2,407	48	345	55
Rail Shipments	14,053	69	5,447	57	-	-	6,057	43	4,283	43	-	-	1,465	29	18	3
Truck Shipments	3,599	18	3,012	32	40	3	4,070	29	2,592	26	-	-	820	16	247	39
Truck Shipped Out-of-State	2,222	62	1,330	44	-	-	2,434	60	1,303	50	-	-	479	58	200	81
Truck Shipped Within State	1,377	38	1,682	56	40	100	1,636	40	1,289	50	-	-	341	42	47	19

1/ Retailing of locally produced grain back to farmers in the local community.

Table 5

Origin and Destination of Corn Shipments Trucked Out-of-State
as Reported by Country Elevators (1957-58)

Destinations	Crop Reporting Districts								
	1	2	3	4	5	6	7	8	9
	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)
<u>South</u>									
Tennessee	163,045	-	-	272,197	27,369	-	157,405	20,000	-
Alabama	-	-	-	38,898	-	-	-	-	-
Georgia	81,523	-	-	58,347	-	-	-	-	-
Kentucky	15,326	-	-	223,089	51,224	-	157,405	20,000	-
W. Virginia	425,796	-	-	243,088	220,958	-	95,471	160,000	-
Virginia	-	206,001	-	-	-	-	-	-	-
N. Carolina	195,654	112,156	-	410,735	537,379	-	65,405	-	-
Florida	-	-	-	-	-	-	-	-	-
S.E.	78,261	73,245	-	154,499	-	-	-	-	-
S.C.	-	-	-	58,504	310,372	-	-	-	-
Sub-total	959,605	391,402	-	1,459,357	1,147,572	-	475,686	200,000	-
<u>East</u>									
Pennsylvania	1,190,229	933,791	-	85,424	17,109	-	-	-	-
New York	51,196	-	-	-	-	-	-	-	-
New Jersey	-	4,578	-	-	-	-	-	-	-
Eastern	-	-	-	-	-	-	-	-	-
Maryland	-	-	-	-	113,607	-	-	-	-
Delaware	-	-	-	-	-	-	4,099	-	-
Sub-total	1,241,425	938,369	-	85,424	130,716	-	4,099	-	-
<u>West</u>									
Indiana	-	-	-	421,010	-	-	19,524	-	-
Sub-total	-	-	-	421,010	-	-	19,524	-	-
Total	2,201,030	1,329,771	-	1,965,791	1,278,288	-	499,309	200,000	-

Wheat

The railroad rate structure with in-transit privilege is an important economic factor in determining the transportation facilities employed in moving wheat. This is especially important for wheat moving long distances. Because of the in-transit privilege, trucking wheat from Ohio country elevators long distances is uneconomical in most situations. Ohio country elevators shipped 78 percent of their wheat purchases by rail (Table 2).

A relatively small proportion of the total wheat purchased by country elevators (12 percent) was moved by truck, and 10 percent was either re-railed back to farmers or disposed of in other miscellaneous ways. Of the 12 percent trucked by Ohio country elevators, 44 percent was trucked within the state and 56 percent out-of-state (Table 2). Wheat represented 17 percent of all trucked grain from Ohio.

District IX trucked 38 percent of the wheat purchased. Some elevators in this district are unable to obtain carlot quantities. This was also the situation in districts VII, VI, and VIII (Table 6).

The destinations of wheat trucked out-of-state were generally east and south (Table 7). Eastern truck shipments moved to New York generally to processors in Buffalo (Table 7). Wheat was trucked south to mills or river ports in bordering states.

Oats

Truck shipments of oats by Ohio country elevators represented 8 percent of all trucked grain. Of the estimated 15,326,000 bushels of oats purchased

Table 6

Methods of Disposing of Wheat Handled by Ohio Country
Elevators, by Crop Reporting Districts (1957-58)

Destinations	Crop Reporting Districts																	
	1		2		3		4		5		6		7		8		9	
	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushe (000)	
Volume Purchased	12,286	100	7,566	100	3,354	100	5,620	100	5,920	100	555	100	3,489	100	1,365	100	122	
Miscellaneous	170	1	1,482	19	1,227	36	68	1	383	5	2	-	52	2	-	-	-	
Retailed Back to Farmer 1/	23	1	143	2	27	1	65	1	130	2	16	3	144	4	18	1	-	
Rail Shipments	11,302	92	5,424	72	1,808	54	4,421	79	4,747	82	410	74	2,341	67	827	61	46	
Truck Shipments	791	6	517	7	292	9	1,066	19	660	11	127	23	952	27	520	38	76	
Truck Shipped Out-of-State	5	1	133	26	136	47	832	78	223	34	-	-	435	46	408	78	7	
Truck Shipped Within State	786	99	384	74	156	53	234	22	437	66	127	100	517	54	112	22	69	

1/ Retailing of locally produced grain back to farmers in the local community.

Table 7

Origin and Destination of Wheat Shipments Trucked Out-of-State
as Reported by Country Elevators (1957-58)

Destinations	Crop Reporting Districts								
	1	2	3	4	5	6	7	8	9
	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)
<u>South</u>									
S. Carolina	-	-	-	-	141,378	-	-	-	-
Tennessee	-	-	-	31,921	63,174	-	217,690	128,000	-
Alabama	-	-	-	-	-	-	-	-	-
Georgia	-	-	-	-	-	-	-	-	-
Kentucky	-	-	-	6,864	-	-	217,690	120,000	-
W. Virginia	-	-	-	-	10,603	-	-	120,000	-
Virginia	-	-	-	-	-	-	-	-	-
N. Carolina	5,217	-	-	24,194	10,098	-	-	-	-
Florida	-	-	-	9,397	-	-	-	-	-
Sub-total	5,217	-	-	72,376	225,253	-	435,380	368,000	-
<u>East</u>									
Pennsylvania	-	64,089	-	-	-	-	-	-	-
New York	-	22,889	135,875	-	-	-	-	-	7,080
New Jersey	-	-	-	-	-	-	-	-	-
Sub-total	-	86,978	135,875	-	-	-	-	-	7,080
<u>West</u>									
Indiana	-	-	-	18,305	-	-	-	-	-
Sub-total	-	-	-	18,305	-	-	-	-	-
<u>North</u>									
Michigan	-	-	-	1,945	-	-	-	-	-
Sub-total	-	-	-	1,945	-	-	-	-	-
Total	5,217	86,978	135,875	92,626	225,253	-	435,380	368,000	7,080

Table 8

Methods of Disposing of Oats Handled by Ohio Country
Elevators, by Crop Reporting Districts (1957-58)

Destinations	Crop Reporting Districts															
	1		2		3		4		5		6		7		8	
	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%
Volume Purchased	6,976	100	2,166	100	354	100	3,131	100	1,761	100	92	100	763	100	80	100
Miscellaneous	42	1	41	2	-	-	208	7	122	7	-	-	20	3	-	-
Retailed Back to Farmers <u>1/</u>	1,072	15	652	30	354	100	1,766	56	1,133	64	92	100	655	86	70	87
Rail Shipments	4,342	62	1,053	49	-	-	564	18	336	19	-	-	69	9	-	-
Truck Shipments	1,520	22	420	19	-	-	593	19	170	10	-	-	19	2	10	13
Truck Shipped Out-of-State	687	45	90	21	-	-	105	18	28	16	-	-	2	11	10	100
Truck Shipped Within State	833	55	330	79	-	-	488	82	142	84	-	-	17	89	-	-

1/ Retailing of locally produced grain back to farmers in the local community.

Table 9

Origin and Destination of Oats Shipments Trucked Out-of-State
as Reported by Country Elevators (1957-58)

Destinations	Crop Reporting Districts								
	1	2	3	4	5	6	7	8	9
	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)
<u>South</u>									
Tennessee	-	-	-	5,720	-	-	-	10,000	-
Alabama	-	-	-	-	-	-	-	-	-
Georgia	32,609	-	-	-	-	-	-	-	-
Kentucky	-	-	-	29,974	2,525	-	1,952	-	-
W. Virginia	-	-	-	22,881	-	-	-	-	-
Virginia	114,132	5,493	-	-	-	-	-	-	-
N. Carolina	5,869	-	-	229	25,246	-	-	-	-
Florida	-	-	-	-	-	-	-	-	-
S.E.	97,287	-	-	-	-	-	-	-	-
S.C.	-	-	-	11,441	-	-	-	-	-
Sub-total	250,437	5,493	-	70,245	27,771	-	1,952	10,000	-
<u>East</u>									
Pennsylvania	176,089	24,044	-	-	-	-	-	-	-
New York	-	19,456	-	-	-	-	-	-	-
New Jersey	-	-	-	-	-	-	-	-	-
Connecticut	-	22,884	-	-	-	-	-	-	-
Sub-total	176,089	66,373	-	-	-	-	-	-	-
<u>West</u>									
Indiana	-	-	-	11,727	-	-	-	-	-
Sub-total	-	-	-	11,727	-	-	-	-	-
Total	426,526	71,866	-	81,972	27,771	-	1,952	10,000	-

Table 10

Methods of Disposing of Soybeans Handled by Ohio Country
Elevators, by Crop Reporting Districts (1957-58)

Destinations	Crop Reporting Districts															
	1		2		3		4		5		6		7		8	
	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%	Bushel (000)	%
Volume Purchased	15,892	100	6,423	100	128	100	5,880	100	6,738	100	13	100	997	100	853	100
Miscellaneous	752	4	340	6	4	3	1	-	289	4	-	-	56	6	-	-
Retailed Back to Farmers <u>1/</u>	242	2	2	-	-	-	22	1	36	1	-	-	-	-	-	-
Rail Shipments	11,222	71	4,381	68	85	66	4,016	68	4,496	67	6.5	50	498	50	424	50
Truck Shipments	3,676	23	1,700	26	39	31	1,841	31	1,917	28	6.5	50	443	44	429	50
Truck Shipped Out-of-State	1,168	32	-	-	-	-	809	44	43	2	-	-	1	-	-	-
Truck Shipped Within State	2,508	68	1,700	100	39	100	1,032	56	1,874	98	6.5	100	442	99	429	100

1/ Retailing of locally produced grain back to farmers in the local community.

Table 11

Origin and Destination of Soybeans Shipments Trucked Out-of-State
as Reported by Country Elevators (1957-58)

Destinations	Crop Reporting Districts								
	1	2	3	4	5	6	7	8	9
	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)	(Bu.)
<u>South</u>									
Tennessee	-	-	-	-	42,918	-	-	-	-
Alabama	-	-	-	-	-	-	-	-	-
Georgia	-	-	-	-	-	-	-	-	-
Kentucky	-	-	-	-	-	-	-	-	-
W. Virginia	-	-	-	-	-	-	-	-	-
Virginia	-	-	-	-	-	-	-	-	-
N. Carolina	-	-	-	-	-	-	-	-	-
Florida	-	-	-	-	-	-	-	-	-
Sub-total	-	-	-	-	42,918	-	-	-	-
<u>West</u>									
Indiana	1,168,305	-	-	808,624	-	-	1,367	-	-
Sub-total	1,168,305	-	-	808,624	-	-	1,367	-	-
Total	1,168,305	-	-	808,624	42,918	-	1,367	-	-

by elevators, 2,732,000 bushels (18 percent) was shipped by truck (Table 2). Some resemblance exists between the movement of corn and oats because oats generally is a surplus commodity in the same districts as corn (Table 8). Districts VI, III, and IX shipped no oats, and Districts VII and VIII trucked only small quantities. These districts are generally not considered surplus oats - producing districts in Ohio. Districts I, II, and IV accounted for 92.8 percent of oats trucked by Ohio country elevators.

In-state shipments represented 66 percent of the oats trucked by country elevators; 34 percent moved out-of-state. Oats accounted for 3 percent of the total out-of-state grain shipments (Table 2). Seventy-five percent of the out-of-state truck movement of oats came from District I. Of the oats trucked out of state, 60 percent was trucked to southern states. Eastern states were next in importance.

Soybeans

A total of 10,057,500 bushels of soybeans was shipped by truck from country elevators during 1957. This accounted for 27 percent of the soybeans purchased by Ohio elevators (Table 2). Eighty percent of the soybeans was trucked to in-state destinations with 91 percent of the trucked soybeans originating in Crop Reporting Districts I, II, IV, and V in Northwestern Ohio (Table 10). Most out-of-state shipments were from Districts I and IV which moved west to nearby processors in bordering states, primarily in Indiana (Table 11).

TRUCKED-IN GRAIN

During the year many elevators are unable to obtain sufficient supplies of feed grains. When this situation exists, feed grains are trucked in from other areas to satisfy local demand.

Ohio country elevators trucked-in from outside their trading areas an estimated 5,459,000 bushels of grain. The largest proportion of grain was trucked-in from either surrounding states and/or Crop Reporting Districts within Ohio (Table 13). Origin of out-of-state grain was from states west of Ohio, principally Indiana, where 28 percent of the trucked-in grain originated. Other states from which grain was trucked-in were chiefly those bordering Ohio.

Destinations of trucked-in grain were Crop Reporting Districts usually considered feed deficit areas in the state. Detailed data and receipts of grains trucked-in by country elevators for the state and Crop Reporting Districts appear in Table 13.

Table 12

Origins of Grains Trucked-In by Ohio Country
Elevators from outside their Trading Areas
(000 Bushels)

Destinations	Crop Reporting Districts									Total
	1	2	3	4	5	6	7	8	9	
<u>Corn</u>										
Indiana	106	-	555	36	-	38	6	140	-	881
Ohio	-	52	320	396	240	22	159	97	-	1286
Michigan	-	-	68	-	-	-	-	-	-	68
Minnesota	-	-	5	-	-	-	-	-	-	5
Pennsylvania	-	-	-	9	-	-	-	-	-	9
Illinois	-	-	-	-	-	7	-	-	-	7
<u>Wheat</u>										
Michigan	12	-	-	-	-	-	-	-	-	12
Ohio	-	-	-	906	36	-	1	64	-	1007
Pennsylvania	-	-	-	906	-	-	-	-	-	906
Indiana	-	-	-	-	-	-	4	-	-	4
<u>Oats</u>										
Indiana	322	2	124	47	33	3	68	13	-	612
Illinois	230	-	-	-	-	-	38	-	-	268
Minnesota	2	-	-	-	-	-	-	-	-	2
Wisconsin	5	-	-	-	-	-	6	-	-	11
Ohio	17	4	77	87	14	28	96	-	45	368
<u>Soybeans</u>										
Ohio	-	-	-	-	12	-	-	-	-	12
Total										5458

Trucking Rates

Trucking costs per bushel varied according to the type of grain and distance. Table 12 shows average trucking charges for the four major grains for various distances. Trucking charges for hauling grain showed a steady, gradual increase from approximately 3 cents per bushel for shipments up to 10 miles to 25 cents per bushel for shipments more than 300 miles. With grain exempted from Interstate Commerce Commission control, shipping costs reported by country elevators varied greatly for each type of grain and distance trucked. Charges for trucking grain the same distance varied as much as 12 cents per bushel among individual truckers. Very few elevators reported charges for hauls of longer distances than 300 miles.

Table 13

Shipping Costs for Corn, Wheat, Soybeans,
and Oats by Distances (1957-58) 1/

Miles	up to 10	20	30	40	50	100	200	300
Corn	.02820	.04216	.05086	.05398	.07381	.12530	.14	.1975
# Observations	34	38	33	22	39	9	3	6
Wheat and Soybeans	.03388	.04950	.04981	.05511	.06973	.09277	-	.2500
# Observations	43	47	45	24	62	18	-	2
Oats	.02896	.02768	.04772	.03543	.04267	.09233	-	.1600
# Observations	19	17	16	9	20	5	-	1

1/ cents per bushel

CONCLUSIONS

Economic factors of truck transportation present problems to country elevators and grain merchandisers in developing efficient methods of pricing, grading, and financing trucked grains. These economic influences in grain marketing determine what physical and economic adaptations country elevators will be required to make if present trends continue. Trucking of grain may shift other marketing functions from terminals to country elevators, grain dealers, or brokers. Increased use of trucks will intensify the trend toward decentralization of terminal markets. Consequently, historic grain handling methods may become inefficient for country elevators. New facilities and relocation may be necessary if country elevators are to remain a part of the grain marketing structure.

Management of country elevators must study carefully the economic implications of trucked grain with respect to their future policies. Physical facilities for handling trucks must be considered in future plans for country elevators. A centralized location amalgamated with convenient access to highways and a railroad siding will become more important in the future.

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